

Message Text

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ORIGIN OPIC-06

INFO OCT-01 NEA-10 ISO-00 EB-06 AID-05 FEA-01 COME-00

TRSE-00 SS-15 NSC-05 INR-07 CIAE-00 NSAE-00 SSO-00

NSCE-00 USIE-00 INRE-00 /056 R

66619

DRAFTED BY OPIC/ID:CHMIDDLETON

APPROVED BY EB/IFD/OIA:RJSMITH

OPIC/IDX/DVP:GMORGAN

OPIC/D/VP:RPOATS

OPIC/EVP:DGREGG

EB/IFD/OIA:DHSTEBBING

NEA/RA:MONTGOMERY

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FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT IMMEDIATE

AMEMBASSY JIDDA PRIORITY

AMEMBASSY AMMAN PRIORITY

AMEMBASSY CAIRO PRIORITY

AMEMBASSY TUNIS PRIORITY

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E.O.11652:NA

TAGS: EFIN EINV

SUBJ: OPIC SPONSORED TRANGULAR INVESTMENT MISSION TO THE
ARAB NATIONS (TIMAN)

REF: A. KUWAIT 4068; B. JIDDA 5597; C. CAIRO 7484; D. TUNIS 5998
E. AMMAN 5692

1. OPIC HAS RENAMED THE INVESTMENT MISSION (FORMERLY ARABIAN
INVESTMENT MISSION, AIM) IT PLANS TO SPONSOR TO EMPHASIZE ITS
PRIMARY OBJECTIVE OF FACILITATING THE MARRIAGE OF U.S. TECHNOLOGY
AND MANAGEMENT SKILLS WITH PETRODOLLAR FINANCING OF PROJECTS
IN THE DEVELOPING COUNTRIES. NEW NAME UNDERSCORES IMPORTANCE
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OF MISSION'S ENGAGING IN MEANINGFUL DIALOGUE WITH SOURCES

OF PETRODOLLAR FINANCING IN THE COUNTRIES TO BE VISITED,
ESPECIALLY IN KUWAIT AND SAUDI ARABIA.

2. WILLIAM BIRD, PRESIDENT ROHR INTERNATIONAL, AND CARL MIDDLETON
OPIC DIR. OF INSURANCE, MIDDLE EAST/AFRICA, PLAN TO VISIT
ADDRESSEES, SUBJECT TO EMBASSY CONCURRENCES, FOR THE PURPOSE OF
MAKING FINAL ARRANGEMENTS FOR TIMAN TO BE SCHEDULED FROM ABOUT
FEBRUARY 13 TO MARCH 2. ITINERARY AS FOLLOWS: AR KUWAIT 2225 HRS
OCT 25 ON MC 402; LV KUWAIT 1810 HRS OCT 26 ON SV803; AR RIYADH
2225 HRS OCT 26; LV RIYADH 2200 HRS OCT 27 ON SV811; AR JIDDA
2320 HRS OCT 27; LV JIDDA 1100 HRS OCT 29 ON SV 928; AR AMMAN 1725
HRS OCT 29; LV AMMAN 1925 HRS OCT 30 ON MS813; AR CAIRO 2150 HRS
OCT 30; MIDDLETON TO LV CAIRO 1130 HRS NOV 5 FOR PARIS AND
WASHINGTON; BIRD TO LV CAIRO 0745 HRS NOV 2 ON TW841, AR ROME
1115 HRS, LV ROME NOV 3 1040 HRS ON TU953, AR TUNIS 1150 HRS NOV 3,
LV TUNIS 1730 HRS NOV 4 ON AF2702 FOR PARIS.

3. FOR KUWAIT: WOULD APPRECIATE EMBASSY MAKING APPOINTMENT WITH
KUWAITI OFFICIAL ON WHOM EMBASSY BELIEVES OPIC CAN RELY AS AN
ORGANIZING POINT FOR TIMAN. IDEALLY SUCH OFFICIAL WOULD HAVE A
MAJOR RESPONSIBILITY FOR ENCOURAGING FOREIGN INVESTMENT IN KUWAIT;
WOULD HAVE ACCESS TO MINISTERIAL LEVEL OFFICIALS AND TO IMPORTANT
SOURCES
OF FINANCING FOR PRIVATE INVESTMENT PROJECTS; AND WOULD BE WILLING
TO UNDERTAKE ORGANIZING ARRANGEMENTS FOR TIMAN IN KUWAIT.
WOULD ALSO APPRECIATE EMBASSY MAKING APPOINTMENTS FOR MIDDLETON
AND BIRD WITH OTHER KUWAITI OFFICIALS OR PRIVATE BUSINESSMEN
WHO EMBASSY JUDGES SHOULD PARTICIPATE IN BRIEFING TIMAN'S
MEMBERS ON (1) INVESTMENT OPPORTUNITIES AND REGULATIONS IN
KUWAIT, AND (2) WAYS AND MEANS TO OBTAIN KUWAITI FINANCIAL
PARTICIPATION IN JOINT VENTURES IN OTHER ARAB AND DEVELOPING
COUNTRIES--EGYPT, JORDAN, AND TUNISIA ESPECIALLY. IT SHOULD BE
NOTED THAT TIMAN'S MEMBERS WILL REPRESENT A BROAD CROSS SECTION
OF U.S. INDUSTRY, PARTICULARLY FOOD PROCESSING, TEXTILES, ELECTRONICS,

MECHANICS, AND CONSTRUCTION, BUT NOT, MINING OR HYDROCARBON
RELATED INDUSTRIES.

4. FOR KUWAIT: AT IBRD ANNUAL MEETING, MIDDLETON MET WITH
DR. IBRAHIM F. SHIHATA, LEGAL ADVISOR, KUWAIT FUND, WHO HAPPENS
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TO BE CLOSE PERSONAL FRIEND AND HARVARD CLASSMATE OF JOE PRICE,
OPIC'S PREVIOUS VP FOR INSURANCE. MIDDLETON ALSO MET WITH HILAL M.
ALMUTAIRI, KUWAIT INVESTMENT COMPANY. BOTH SHIHATA AND ALMUTAIRI
BRIEFED MIDDLETON AND DOLPH OVERTON, WHO IS HEADING GROUP
OF INDEPENDENT U.S. OIL RETAILERS WHO WANT TO BUILD A REFINERY IN
EGYPT, TUNISIA, OR THE CARIBBEAN.

5. FOR JIDDA: AT IBRD ANNUAL MIDDLETON MET WITH ABDUL

AZIZ AL-ZAMIL, DEP DIR GEN OF ISDC, WHO SAID HE WOULD LIKE TO ASSUME RESPONSIBILITY FOR ORGANIZING AND COORDINATING ACTIVITIES OF TIMAN IN SAUDI ARABIA. WOULD APPRECIATE EMBASSY INFORMING AL-ZAMIL OF OUR ITINERARY AND REQUESTING THAT HE MAKE APPROPRIATE APPOINTMENTS FOR BIRD AND MIDDLETON IN RIYADH. MIDDLETON WOULD ALSO LIKE TO EXPRESS APPRECIATION FOR OUTSTANDING SERVICE PROVIDED BY HASSAN KABIR, EMBASSY COMMERCIAL OFFICER, TO MIDDLETON ON PREVIOUS TRIP. WOULD APPRECIATE, IF POSSIBLE, KABIR'S ASSISTANCE AGAIN IN RIYADH AND JIDDA. IN JIDDA, REQUEST EMBASSY MAKE APPOINTMENTS WITH A. BANKHAR OF BUGSHAN & BROS. AND ISMAIL ABU-DAUD, PRESIDENT OF JIDDA CHAMBER OF COMMERCE. REQUEST EMBASSY CHECK TO SEE IF BIRD'S RESERVATIONS OF TWO ROOMS IN RIYADH'S ZARAT AL-SHARK HOTEL AND JIDDA'S TAZ PALACE HOTEL HAVE BEEN CONFIRMED.

6. FOR AMMAN: AT IBRD ANNUAL MEETING MIDDLETON TALKED WITH DR. KHALIL SALEM, CHAIRMAN NATIONAL PLANNING COUNCIL, WHO SAID HE WOULD ASSUME RESPONSIBILITY FOR ORGANIZING AND COORDINATING ACTIVITIES OF TIMAN IN JORDAN. WOULD APPRECIATE EMBASSY INFORMATION SALEM OF BIRD/MIDDLETON ITINERARY AND REQUESTING THAT HE MAKE APPROPRIATE APPOINTMENTS. WOULD ALSO APPRECIATE APPOINTMENT WITH WALID ASFOR, PRESIDENT AMMAN CHAMBER OF COMMERCE, AND OTHER EMBASSY DEEMS APPROPRIATE.

7. FOR CAIRO: AT IBRD ANNUAL MEETING, MIDDLETON AND DAVID GREGG, OPIC EXECUTIVE VICE PRESIDENT, MET WITH DR. TAHER AMIN, MINISTER OF STATE FOR ECONOMIC COOPERATION, WHO SAID HE WOULD ASSUME RESPONSIBILITY FOR ORGANIZING AND COORDINATING EGYPTIAN ACTIVITIES FOR TIMAN. WOULD APPRECIATE EMBASSY INFORMING MINISTER AMIN OF BIRD/MIDDLETON ITINERARY AND REQUESTING THAT HE MAKE APPROPRIATE APPOINTMENTS. BIRD AND MIDDLETON WOULD ALSO APPRECIATE APPOINTMENT WITH HUSSEIN ZAKI, CHAIRMAN OF INTREND, IF CONVENIENT. REQUEST EMBASSY OBTAIN HOTEL RESERVATIONS FOR BIRD AND MIDDLETON FOR FOLLOWING NIGHTS ONLY: OCT 30,31 AND UNCLASSIFIED

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NOV 1.

8. FOR CAIRO: MIDDLETON WILL REPRESENT OPIC AT MEETINGS OF THE ECONOMIC WORKING GROUP WITH EGYPT.

9. FOR TUNIS: APPRECIATE EMBASSY INFORMING TIJANI CHELLI, PRESIDENT DIRECTOR GENERAL OF INVESTMENT PROMOTION AGENCY, OF BIRD'S ITINERARY AND THAT AS THE HEAD OF TIMAN, BIRD WOULD LIKE TO DISCUSS THE FINAL ARRANGMENTS FOR ACTIVITIES OF TIMAN IN TUNISIA. WOULD APPRECIATE CHELLI OR EMBASSY MAKING APPOINTMENTS FOR BIRD WITH APPROPRIATE MINISTERS, OFFICIALS, AND PRIVATE BUSINESSMEN WHO MIGHT PARTICIPATE IN BRIEFING TIMAN. MIDDLETON REGRETS HE CANNOT COME WITH BIRD TO TUNISIA, BUT IS CONFIDENT BIRD WILL ACCOMPLISH ALL OBJECTIVES, GIVEN THE HIGH LEVEL OF ORGANIZATION IN TUNISIA FOR PROMOTING FOREIGN INVESTMENT. BIRD WILL BRING

TO TUNIS PAPER ON MAJOR CATEGORIES OF INFORMATION A POSSIBLE INVESTOR
WOULD LIKE TO REVIEW BEFORE COMMITTING SUBSTANTIAL RESOURCES
IN MAKING A FEASIBILITY STUDY.

10. ALL EMBASSIES: BIRD AND MIDDLETON WOULD APPRECIATE THE
OPPORTUNITY TO MEET WITH THE AMBASSADOR AND EMBASSY CONTROL
OFFICER FOR TIMAN TO DISCUSS AMONG OTHER THINGS WHETHER THE
EMBASSY WOULD HOST A TIMAN FINANCED RECEPTION, AND TO PLAN FOR
AN EMBASSY BRIEFING OF TIMAN. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FOREIGN INVESTMENT, TRADE VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 23 OCT 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE234028
Document Source: CORE
Document Unique ID: 00
Drafter: CHMIDDLETON
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740303-0217
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741022/aaaaasds.tel
Line Count: 178
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN OPIC
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A. KUWAIT 4068; B. JIDDA 5597; C. CA, IRO 7484; D. TUNIS 5998
Review Action: RELEASED, APPROVED
Review Authority: CollinP0
Review Comment: n/a
Review Content Flags:
Review Date: 04 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04 MAR 2002 by chappeld>; APPROVED <10 FEB 2003 by CollinP0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: OPIC SPONSORED TRANGULAR INVESTMENT MISSION TO THE ARAB NATIONS (TIMAN)
TAGS: EFIN, EINV, US
To: KUWAIT MULTIPLE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005